University of Connecticut

Office of Technology Commercialization (OTC)

Commercialization - Technology Transfer at UConn
Why Commercialize?

- **Inventor:**
  - To see invention used
  - To obtain research support and personal reward

- **University:**
  - To benefit the public
  - To reward, retain and recruit faculty
  - To contribute to CT’s economic development

- **Federal Government:**
  - To see the taxpayers benefit from their tax dollars

- **Commercial Partner:**
  - To obtain a commercial advantage
How is it done?

- Research, research, research
- Invention disclosure
- Patent, if warranted
- Market
- License
- Collect and distribute revenue
Obligation to disclose inventions

**C.G.S., Sec. 10a – 110b (State Law) ...**
- the employee is obligated, by reason of his employment
  - to disclose his invention fully and promptly
  - to assign to the university his entire right, title and interest
  - to give all reasonable aid in the prosecution of patent applications...
- the university is obligated to share with the inventor 20% of net revenue derived therefrom

**Bayh-Dole Act (Federal Law)**
- The university by reason of accepting federal research money is obligated to require its faculty and technical staff to disclose and assign inventions.
Revenue Share: 1/3, 1/3, 1/3

After patent and legal fees

- Inventor(s) 33.3%
- Inventor's Research 16.6%
- Inventor's Department 10%
- Inventor's Dean 6.7%
- University 33.3%
<table>
<thead>
<tr>
<th>Money Distributed Over the Last 5 Years</th>
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</thead>
<tbody>
<tr>
<td><strong>Gross Revenues</strong></td>
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<tr>
<td><strong>Net Revenues</strong></td>
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<tr>
<td><strong>To Inventors</strong></td>
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<tr>
<td><strong>For Research</strong></td>
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Who’s involved?

CSTC (http://otc.uconn.edu/cstc; 860-679-8800)

Donna Cyr, Ph.D. Chemist - Physical Sci (860-679-8185)
Mansoor Khan, Ph.D. – Computer Sci Eng. (860-679-8772)

Gregory Gallo, Ph.D. Molecular Biologist – Life Sci
Charles Goodwin, Ph.D. Biochemist, Patent Agent
Michael Newborg, Ph.D. Immunologist

Margaret Genest, Program Coordinator
Pamela Toman, Fiscal Assistant
Criteria for Commercialization

Technically sound

Relevant market size

An enforceable intellectual property position

A prototype or proof of principle exists

A Commercial partner has been identified
  An established company, or
  A start-up
UNIVERSITY OF CONNECTICUT
Office of Technology Commercialization
Suman Singha
Vice President for Research and Graduate Education

Manages a continuum of commercialization services; supports University's commitment to economic development by developing new initiatives to support technology transfer and technology based economic development.

UConn Tech-Knowledge Portal
John Hanson, Program Director
Liaison for CT entrepreneurs and businesses to access the technical capacity of UConn; facilitates, faculty and student support of venture growth programs.

Center for Science and Technology Commercialization
Michael Newborg, Executive Director
- Invention Evaluation
- Patenting
- Licensing
- Intellectual Property Management

UConn Research and Development Corporation
Board of Directors
Mark Van Allen, President
Formation of new companies based on UConn Intellectual Property

UConn Technology Incubation Program
Rita Zangari, Executive Director
Incubation space and services at Storrs, Avery Point and Farmington

Graduate Assistant
Charles Goodwin, Director Patent Agent

Gregory Gallo, Director Life Sciences
Margaret Genest, Admin. Program Coordinator

Donna Cyr, Director Physical Sciences and CMBE, ME, C&EE

Mansoor Khan, Director EE & Computer Science

Pamela Toman, Admin. Fiscal Asst.

James Heym, Senior Director

Lisa Pichnarcik, Research Admin Asst.

Alexandra Litor, Associate Director

Graduate Assistant

Advisor to OTC
Ian Hart (25%)
Director Industrial Initiatives
License Terms

- Exclusive/non-exclusive
- Worldwide/territories
- All fields of use/restricted fields of use
- License fees - upfront, annual/milestones
- Royalties - earned, minimum/sublicense share
- Know-how, improvements
- Due diligence
- Equity
- Ownership
### Examples of Licensees

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<tr>
<th>Large Cap</th>
<th>Small/Medium Cap</th>
<th>Start-ups</th>
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<tr>
<td>Boston Scientific</td>
<td>ImCorp</td>
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<tr>
<td>Air Products</td>
<td>Halozyme Therapeutics</td>
<td>MakScientific</td>
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<tr>
<td>Syngenta</td>
<td>Wellstat Therapeutics</td>
<td>Focal Point Microsystems</td>
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<tr>
<td>FMC Corp</td>
<td>Wolfram Research</td>
<td>UConn R&amp;D Corporation</td>
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